



# CORPORATE SPONSORSHIP

Be recognized as a proud sponsor of the premier international negotiators organization, which promotes fair and balanced model contracts, provides high quality educational material, and organizes networking opportunities with key industry leaders and decision-makers.



Supporting international oil & gas negotiations

## QUICK FACTS ABOUT AIPN

- AIPN is an independent not-for-profit professional membership association that supports international energy negotiators around the world by offering resources that help to enhance their effectiveness and professionalism in the international energy community.
- AIPN proudly serves more than 3,000 professionals in 110 countries, offering three membership types: Active, NOC and Student.
- AIPN members come from many different disciplines (commercial, technical, academic, and legal) and represent many different international and host government oil, gas and energy companies, and national and multilateral governmental authorities.
- AIPN offers continuing education, model contracts, and networking opportunities throughout the world.
- AIPN funds a variety of student outreach initiatives to foster the next generation of oil and gas professionals. Annually, AIPN offers a Scholarship Program, Student Writing Competition, Summer Assistantship Program, and provides funding for students to attend AIPN's International Petroleum Summit.
- AIPN is composed of 9 regional chapters: Africa; Asia; Australia-Pacific; Canada; CIS-FSU; Europe; Latin America; MENA; and United States.
- AIPN Publications include: Journal of World Energy Law and Business (published by Oxford University Press); Model Contracts and associated documents; annual Research Papers; and the members-only *Advisor* newsletter.

## SPONSORSHIP LEVELS

All sponsors receive recognition of their support on AIPN's website, in AIPN's IPS program, on AIPN's booth displayed at various events, in AIPN's quarterly newsletter, and receive special invitations to AIPN's annual Corporate Sponsor Appreciation event. In addition, the Patron, Benefactor and Contributor Levels receive complimentary registrations based on support level. See page 3 for a complete listing of benefits.

### Patron Level Sponsorship: \$15,000

Patron sponsors receive the highest recognition from the association.

- Four (4) complimentary registrations to the annual International Petroleum Summit or Model Contracts Workshop.
- Complimentary webinar registrations for sponsor company's non-members.
- Company logo included in all sponsor recognition.

### Benefactor Level Sponsorship: \$10,000

- Two (2) complimentary registrations to the annual International Petroleum Summit or Model Contracts Workshop.
- Complimentary webinar registrations for sponsor company's non-members.

### Contributor Level Sponsorship: \$5,000

- One (1) complimentary registration to the annual International Petroleum Summit or Model Contracts Workshop.

### Supporter Level Sponsorship: \$1,000

- Supporter level sponsors receive the base recognition set forth above.

Complimentary registrations may only be used for the above listed events. Companies would only be eligible for the benefit after receipt of their contribution. At the end of the year, these benefits expire if not used.

AIPN relies upon the generous financial support of numerous organizations including corporations, law firms, national oil companies, individuals and others to undertake the activities of the association. With your support, AIPN can continue to offer high-quality programs and services including support for developing industry-accepted model contracts, research papers, workshops and training courses, and student outreach initiatives.



## AIPN Services

### Continuing Education

- International Petroleum Summit, the association's flagship annual conference
- Workshops: Model Contracts Workshop, Negotiation Skills Workshop and Oil & Gas Asset Valuation and Decision Analysis Workshop
- Training Courses: Natural Gas Course, Above Ground Risk Course (2020 release), International Oil & Gas Law Core Course and two-week Short Course on International Oil and Gas Law
- Dispute Resolution Conference
- Audio and video webinars on a variety of oil & gas topics

### Model Contracts

- Widely accepted and used in the international oil and gas community. Members receive free access to all AIPN contracts.
- Non-members may purchase contracts for \$185 each.
- Model Contract drafting committees are a valuable tool for members to gain industry experience.

### Networking

- More than 100 receptions and chapter events held annually across the globe
- Online membership directory and message board
- Young Negotiators group and student outreach initiatives: writing competition, scholarship program and student clubs

## 2019 - 2020 AIPN Main Events updated regularly at [www.aipn.org](http://www.aipn.org)

June 18 - 20, 2019  
**Negotiation Skills Workshop**  
 Houston, Texas USA

July 9 - 10, 2019  
**Gas Course: From PSC to LNG**  
 Johannesburg, South Africa

September 23 - 27 & September 30 - October 4, 2019  
**International Oil & Gas Law, Contracts, and Negotiations Part 1 & Part 2**  
 Houston, Texas USA

October 6 - 9, 2019  
**Model Contracts Workshop**  
 Dubai, UAE

October 24 - 25, 2019  
**Dispute Resolution in the International Oil & Gas Business**  
 Houston, Texas USA

May 19 - 21, 2020  
**International Petroleum Summit**  
 Bangkok, Thailand

# Corporate Sponsorship Benefits at-a-glance



The AIPN Corporate Sponsorship program provides an opportunity to be recognized as a proud supporter of AIPN, continuing the association's mission to develop model contracts, offer networking and education opportunities to its members. The Corporate Sponsorship Program has four levels of participation.

Recognition of Corporate Sponsors begins January 2020 and continues through December 2020. In order to ensure you receive all recognition available, please confirm sponsorship and submit payment by January 31, 2020.

We invite your company to participate in this premier program for 2020.

BENEFIT	SUPPORTER \$1,000+	CONTRIBUTOR \$5,000+	BENEFACTOR \$10,000+	PATRON \$15,000+
Special invitation to AIPN's Corporate Sponsorship Appreciation Event	✓	✓	✓	✓
Recognition in AIPN's International Petroleum Summit program (AIPN's annual conference)	✓	✓	✓	✓ COMPANY LOGO
Recognition on AIPN's booth, displayed at the International Petroleum Summit & Model Contracts Workshop	✓	✓	✓	✓ COMPANY LOGO
Recognition in AIPN's bi-monthly e-newsletter <i>Advisor</i> , sent to all members, and its printed newsletter distributed at its annual IPS.	✓	✓	✓	✓ COMPANY LOGO
Recognition with link on corporate sponsorship page on AIPN's website	✓	✓	✓	✓ COMPANY LOGO
Complimentary registrations for AIPN's International Petroleum Summit or Model Contracts Workshop		1 \$2,200 savings!	2 \$4,400 savings!	4 \$8,800 savings!
Complimentary webinar registrations for sponsor company's non-members			✓	✓
Sponsor logo recognition on AIPN's website homepage				✓

## {CONTACT}

If your company is interested in participating, please complete the pledge form and return to the AIPN office. For questions, feel free to contact a member of the Corporate Sponsorship Committee.

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## {ADDED VALUE}\*

← Patron Level sponsors receive up to \$8,800 in registration savings!



## {BEST VALUE!}

\*Savings based on estimated registration fees



## 2020 CORPORATE SPONSORSHIP PLEDGE FORM

Please submit to [CorporateSponsorship@aipn.org](mailto:CorporateSponsorship@aipn.org) or fax: +1-281-558-7073

**Yes! My organization is pleased to participate as an AIPN Corporate Sponsor.**

Company/Firm Name	
Contact Name	
Contact E-mail	

**Please select your preferred support level.**

	<b>PATRON LEVEL (MINIMUM \$15,000)</b>
	<b>BENEFACTOR LEVEL (MINIMUM \$10,000)</b>
	<b>CONTRIBUTOR LEVEL (MINIMUM \$5,000)</b>
	<b>SUPPORTER LEVEL (MINIMUM \$1,000)</b>

**Payment Details** - Payment can be made by credit card (American Express, Visa or Mastercard), check (US funds drawn on a US bank only) or wire transfer. Please make checks payable to AIPN. By signing below, I acknowledge that I am authorized to sign for my company and understand that I am making a commitment to participate in this sponsorship opportunity and make payment by **January 31, 2020**.

<input type="checkbox"/> <b>Credit Card</b>	<input type="checkbox"/> <b>Check</b>	<input type="checkbox"/> <b>Wire Transfer</b>	<input type="checkbox"/> <b>Please send invoice</b>
Total sponsorship amount:			
Company Name:		Phone:	
Address (include city, state, postal code):		Country:	
Contact name:		E-mail:	
Name (on card):			
Card Number:		Expiration Date:	
Cardholder's signature:			

Thank you for your commitment to AIPN!

**Association of International Petroleum Negotiators**

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